

Message Text

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ACTION EB-07

INFO OCT-01 ARA-10 ISO-00 AID-05 CIAE-00 FRB-01 INR-07

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SIL-01 OMB-01 FEAE-00 EPA-04 USIA-15 /070 W

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R 141931Z FEB 75

FM AMEMBASSY BOGOTA

TO SECSTATE WASHDC 7087

INFO USDOC WASHDC

AMCONSUL CALI

AMCONSUL MEDELLIN

UNCLAS SECTION 1 OF 4 BOGOTA 1503

EO 11652: NA

TAGS: BEXP CO

SUBJ: COLOMBIA - DRAFT FY 77 COUNTRY COMMERCIAL PROGRAM

REF: STATE A-9016

1. FOL ARE PROPOSED CAMPAIGNS FOR FY 77 CCP:

A) CAMPAIGN WORKSHEET NO. 1: WATER PURIFICATION AND POLLUTION
CONTROL EQUIPMENT

CAMPAIGN STATEMENT: EMB RESEARCH INDICATES THAT THE MARKET FOR
POLLUTION CONTROL EQUIPMENT WILL BE ON THE UPSWING BEGINNING
IN 1975. SIMILARLY, THE MARKET FOR WATER PURIFICATION EQUIPMENT
WILL INCREASE AS A RESULT OF PLANS TO EXPAND AND MODERNIZE THE
WATER SUPPLY SYSTEMS OF AT LEAST EIGHT MAJOR MUNICIPALITIES.
MARKET RESEARCH FOR THIS SECTOR WAS COMPLETED IN FY 75 AND A
MODERATE PROMOTIONAL CAMPAIGN WAS UNDERTAKEN IN FY 76.

PROJECT OBJECTIVES:(?

- 1) 100 NEW US FIRMS INTRODUCED TO THE COLOMBIAN MARKET.
- 2) SUBMIT 10 TRADE OPPORTUNITIES
- 3) COLOMBIAN ATTENDANCE AT PEECON-77 (POLLUTION ENGINEERING AND
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EQUIPMENT EXPOSITION AND CONFERENCE - CHICAGO, MAY 1977).

- 4). 10 AGENCY AGREEMENTS SIGNED
- 5) 15 ARTICLES PUBLISHED IN THE MEDIA
- 6) SUBMIT 10 FOREIGN GOVERNMENT TENDERS
ACTIONS

BY SEPTEMBER 30

- 1) PROMOTE SALE OF POLLUTION CONTROL EQUIPMENT AT US PAVILION
AT XI BOGOTA FAIR.
- 2) PREPARE AND SUBMIT BRIEF UPDATE OF AIR AND WATER PURIFICATION
AND POLLUTION CONTROL EQUIPMENT GMR.
- 3) PLACE NEWSPAPER ARTICLES ON POLLUTION CONTROL MEASURES AND/OR
EQUIPMENT.
- 4) INITIATE PREPARATIONS FOR CATALOG SHOW.

BY DECEMBER 31

- 5) ISSUE PRESS RELEASES ON CATALOG SHOW.
- 6) STAGE CATALOG SHOW IN BOGOTA (2 DAYS), CALI (1 DAY) AND
MEDELLIN (1 DAY).

BY MARCH 31

- 7) INITIATE DIRECT MAIL/PERSONAL VISIT CAMPAIGN TO ENCOURAGE
COLOMBIAN ATTENDANCE AT PEECON 77.
- 8) PLACE NEWSPAPER ARTICLES ON PEECON 77.
- 9) DEVOTE MAJOR PART OF COMMERCIAL NEWSLETTER TO POLLUTION
CONTROL AND PEECON 77.

BY JUNE 30

- 10) CONCLUDE PROMOTION OF PEECON 77.
- 11) SUBMIT 10 TRADE OPPORTUNITIES. (SINCE JULY 1).
- 12) SUBMIT 10 FOREIGN GOVT TENDERS (SINCE JULY 1).

MISSION RESOURCES REQUIRED

PERSONNEL - PERSON DAYS

FSO 55

FSL-P 70

FSL-C 50

FINANCIAL

TRAVEL 150

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REPRESENTATION 200

PRINTING AND MAILING 400

OTHER 50

B) CAMPAIGN WORKSHEET NO. 2: GENERAL INDUSTRIAL EQUIPMENT.

CAMPAIGN STATEMENT: THE MARKET FOR GENERAL INDUSTRIAL EQUIPMENT
IS EXPECTED TO REMAIN STRONG DURING FY 77, PERHAPS EVEN EXPANDING

AT A RATE GREATER THAN THE ECONOMY AS A WHOLE.

PROJECT OBJECTIVES

- 1) 23 NTM FIRMS INTRODUCED TO THE COLOMBIAN MARKET.
- 2) COLOMBIAN ATTENDANCE AT AT LEAST TWO EXPOSITIONS AND CONFERENCES IN THE US, ONE OF WHICH MAY BE APPROPRIATE FOR THE ORGANIZATION OF A FOREIGN BUYERS GROUP.
- 3) 40 TRADE OPPORTUNITIES.
- 4) 15 PRESS AND/OR NEWSLETTER ARTICLES.
- 5) 2 DESK SURVEYS OF APPROPRIATE PRODUCT SECTORS.
- 6) 4.5 DOLS MILLION IN DIRECT SALES AT BOGOTA FAIR.

ACTIONS

BY SEPTEMBER 30

- 1) MOUNT US PAVILION AT XI INTERNATIONAL FAIR OF BOGOTA.
- 2) PREPARE 4 PRESS RELEASES OR NEWSLETTER ARTICLES ON GENERAL INDUSTRIAL EQUIPMENT.
- 3) COMPLETE ONE DESK SURVEY ON AN APPROPRIATE PRODUCT SECTOR.
- 4) INITIATE DIRECT MAIL/PERSONAL VISIT CAMPAIGN TO ENCOURAGE COLOMBIAN ATTENDANCE AT A US EXPOSITION.

BY DECEMBER 31

- 5) CONCLUDE CAMPAIGN TO ENCOURAGE EXPOSITION ATTENDANCE.
- 6) INITIATE ARRANGEMENTS FOR A TRADE MISSION TO COLOMBIA.
- 7) PREPARE 4 PRESS RELEASES OR NEWSLETTER ARTICLES.
- 8) COMPLETE ONE DESK SURVEY ON AN APPROPRIATE PRODUCT SECTOR.

BY MARCH 31

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- 9) MOUNT ONE TRADE MISSION TO BOGOTA, WITH POSSIBILITY OF EXTENDING IT TO INCLUDE CALI OR MEDELLIN.
- 10) PREPARE 4 PRESS RELEASES OR NEWSLETTER ARTICLES.
- 11) INITIATE DIRECT MAIL/PERSONAL VISIT CAMPAIGN TO ENCOURAGE COLOMBIAN ATTENDANCE AT A US EXPOSITION.

BY JUNE 30

- 12) CONCLUDE CAMPAIGN TO ENCOURAGE EXPOSITION ATTENDANCE.
- 13) PREPARE 3 PRESS RELEASES OR NEWSLETTER ARTICLES.
- 14) SUBMIT 40 TRADE OPPORTUNITIES (SINCE JULY 1)
- 15) INITIATE PLANNING FOR US PAVILION IN THE XII BOGOTA FAIR (JULY 1978).

MISSION RESOURCES REQUIRED

PERSONNEL PERSON DAYS

FSO 95

FSL-P 148

FSL-C 100

FINANCIAL

TRAVEL 250

REPRESENTATION 400

PRINTING AND MAILING 400

OTHER 100

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INFO USDOC WASHDC

AMCONSUL CALI

AMCONSUL MEDELLIN

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C) CAMPAIGN WORKSHEET NO 3: REFINERY, GAS AND PETRO-
CHEMICAL PROJECTS:

CAMPAIGN STATEMENT: MOST ORDERS FOR THE LARGE
REFINERY PROJECTS (PARTICULARLY TUMACO) MAY WELL HAVE BEEN
PLACED BY FY-77, BUT SIGNIFICANT OPPORTUNITIES WILL STILL
EXIST AS REGARDS DEVELOPMENT OF THE GUAJIRA GAS FIELD,
PARTICULARLY IF LNG FACILITIES ARE INVOLVED, AND
PETROCHEMICAL PROJECTS. OPPORTUNITIES FOR SALES TO COLOMBIA
OF PETROCHEMICAL PLANT EQUIPMENT WILL BE INFLUENCED

BY ANDEAN GROUP DECISIONS ON THE ALLOCATION OF CHEMICAL PRODUCTION.

PROJECT OBJECTIVES

- 1) MAXIMUM US PARTICIPATION IN THE SUPPLY OF EQUIPMENT AND SERVICES.
 - 2) ACTIVE EXIMBANK CONSIDERATION OF THE PROJECTS, INCLUDING COOPERATION WITH INTERNATIONAL LENDING INSTITUTIONS, IF REQUIRED.
 - 3) CONTINUOUS DISSEMINATION OF PROJECT INFORMATION TO US SUPPLIERS.
 - 4) INTRODUCTION OF AT LEAST FIVE NEW US SUPPLIERS TO THE COLOMBIAN MARKET.
 - 5) A TECHNICAL SEMINAR ON PETROCHEMICAL EQUIPMENT
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AND SERVICES.

- 6) COLOMBIAN ATTENDANCE AT THE AMERICAN PETROLEUM INSTITUTE ANNUAL PIPELINE CONFERENCE.

- 7) EQUITABLE ACCESS TO COLOMBIAN GAS THATMAY BE SURPLUS TO DOMESTIC NEEDS.

ACTIONS

BY SEPTEMBER 30

- 1) UPDATE STATUS REPORT ON MAJOR PROJECTS IN THE REFINERY, GAS AND PETROCHEMICAL FIELD.
- 2) CONTINUE TO MAINTAIN FREQUENT CONTACT WITH APPROPRIATE OFFICIALS AT ECOPETROL, IFI AND PRIVATE COMPANIES.
- 3) BRIEF GOVERNMENT AND PRIVATE COMPANY OFFICIALS ON THE SERVICES AVIALABLE THROUGH THE EXPORT-IMPORT BANK.
- 4) ENCOURAGE A HIGH LEVEL EXIMBANK OFFICIALS TO VISIT COLOMBIA.
- 5) INITIATE PREPARATIONS FOR A TECHNICAL SEMINAR.

BY DEC 31

- 6) DEVOTE ONE ISSUE OF THE COMMERCIAL NEWSLETTER TO REFINERY/GAS/PETROCHEMICAL PROJECTS.
- 7) PREPARE TWO PRESS RELEASES ON U.S. TECHNOLOGY.
- 8) HOST A TECHNICAL SEMINAR.
9. UPDATE REPORT ON ECOPETROL OPERATIONS.

BY MARCH 31

- 10) SUBMIT DETAILED MARKET RESEARCH ON GAS AND PETRO-CHEMICALS.
- 11) INITIATE DIRECT MAIL/PERSONAL VISIT CAMPAIGN TO ENCOURAGE COLOMBIAN ATTENDANCE AT THE API ANNUAL PIPELINE CONFERENCE.

- 12) ISSUE TWO PRESS RELEASES ON THE ANNUAL PIPELINE CONFERENCE.

BY JUNE 30

13) CONCLUDE CAMPAIGN TO ENCOURAGE ATTENDANCE AT THE ANNUAL PIPELINE CONFERENCE.

14) ASSIST US COMPANIES INTERESTED IN PURCHASING NATURAL GAS SURPLUS TO COLOMBIA'S NEEDS (SINCE JULY 1).

MISSION RESOURCES REQUIRED
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PERSONNEL	PERSON DAYS
FSO	85
FSL-P	114
FSL-L	30

FINANCIAL	
TRAVEL	300
REPRESENTATION	300
PRINTING & MAILING	300
OTHER	50

D) CAMPAIGN WORKSHEET NO 4: ENERGY SYSTEMS
CAMPAIGN STATEMENT: SEVERAL HYDRO AND PERHAPS ONE OR TWO TERHMAL ELECTRIC PROJECTS WILL REMAIN ACTIVE IN FY -77, PROVIDING AMERICAN EQUIPMENT SUPPLIERS ON EXCELLENT OPPORTUNITY TO EXPAND THEIR SHARE OF THE MARKET. NATURAL GAS FROM THE GUAJIRA FIELD MAY PLAY A ROLE IN POWER GENERATION; POWER DISTRIBUTION SYSTEMS WILL CONTINUE TO BE EXPANDED.

PROJECT OBJECTIVES

- 1) ACTIVE EXIMBANK PARTICIPATION IN ENERGY DISTRIBUTION AND GENERATION SYSTEMS.
- 2) COLOMBIAN ATTENDANCE AT THE INTERNATIONAL ENERGY ENGINEERING EXPOSITION AND CONGRESS (CHICAGO, PROBABLY NOVEMBER).
- 3) WIDESPREAD DISSEMINATION OF PROJECT OPPORTUNITIES.
- 4) 10 FOREIGN GOVERNMENT TENDERS
- 5) 10 PRESS AND/OR NEWSLETER ARTICLES.
- 6) INCREASED US SHARE OF THE MARKET FOR ELECTRICITY GENERATION AND DISTRIBUTION SYSTEMS.

ACTIONS

BY SEPT 30

- 1) CONTINUE CONTACT WITH APPROPRIATE OFFICIALS AT ICEL AND ISA.
- 2) CONTINUE CONTACT WITH APPROPRIATE MINISTRY OFFICIALS REGARDING PLANNING AND FINANCING.
- 3) UPDATE STATUS REPORT ON ENERGY SYSTEMS PROJECTS.
- 4) PREPARE THREE PRESS RELEASES AND/OR NEWSLETER ARTICLES ON THE INTERNATIONAL ENERGY ENGINEERING EXPOSITION AND CONGRESS.
- 5) INITIATE DIRECT MAIL/PERSONAL VISIT CAMPAIGN TO ENCOURAGE COLOMBIAN ATTENDANCE AT THE ENERGY CONGRESS.

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6) ENCOURAGE A HIGH LEVEL EXIMBANK OFFICIAL TO VISIT
COLOMBIA.

BY DEC 31

7) PREPARE THREE PRESS RELEASES AND/OR NEWSLETTER ARTICLES
ON THE ENERGY CONGRESS.

8) CONCLUDE CAMPAIGN TO ENCOURAGE COLOMBIAN ATTENDANCE
AT THE ENERGY CONGRES.

9. INITIATE PLANNING FOR AN ENERGY SYSTEMS TRADE MISSION
OR TECHNICAL SEMINAR.

BY MARCH 31

10) PREPARE THREE PRESS RELEASES AND/OR NEWSLETTER ARTICLES
ON THE ENERGY SYSTEMS TRADE MISSION.

11) MOUNT AN ENERGY SYSTEMS TRADE MISSION OR TECHNICAL
SEMINAR.

BY JUNE 30

12) PREPARE ONE PRESS RELEASE AND/OR NEWSLETTER ARTICLE
ON US ENERGY SYSTEMS TECHNOLOGY.

13) REPORT 10 FOREIGN GOVERNMENT TENDERS (SINCE JULY 1).

MISSION RESOURCES REQUIRED

PERSONNEL	PERSON DAYS
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FSO	65
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FSL-P	78
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FSL-C	25
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FINANCIAL

TRAVEL	300
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REPERSENTATION	300
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PRINTING & MAILING	300
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OTHER	50
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FM AMEMBASSY BOGOTA

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INFO USDOC WASHDC

AMCONSUL CALI

AMCONSUL MEDELLIN

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E) CAMPAIGN WORKSHEET NO 5: TELECOMMUNICATIONS
EQUIPMENT.

CAMPAIGN STATEMENT: TELECOMS NATIONWIDE EXPANSION
PLAN, WHICH CONTINUES THROUGH 1980, CALLS FOR FOREIGN EXCHANGE
EXPENDITURES OF OVER \$100 MILLION FOR A WIDE RANGE OF
SERVICES AND EQUIPMENT. MAJOR MUNICIPAL SYSTEMS WILL
ALSO BE EXPANDING, ALTHOUGH PROBABLY TO A LESSER EXTENT.
STRONG COMPETITION CAN BE ANTICIPATED FROM
FOREIGN SUPPLIERS, INCLUDING THOSE THAT HAVE ESTABLISHED
MANUFACTURING OR ASSEMBLY FACILITIES IN COLOMBIA.

PROJECT OBJECTIVES

- 1) INCREASED US SHARE OF THE MARKET FOR TELE-
COMMUNICATIONS EQUIPMENT AND SYSTEMS.
- 2) 10 FOREIGN GOVERNMENT TENDERS
- 3) ACTIVE EXIMBANK CONSIDERATION OF TELECOMMUNICATIONS
PROJECTS.
- 4) COLOMBIAN PARTICIPATION AT ELECTRO-77 (BOSTON,
PROBABLY MAY).
- 5) 10 PRESS RELEASES AND/OR NEWSLETTER ARTICLES
ON TELECOMMUNICATIONS SYSTEMS.

ACTIONS

BY SEPT 30

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- 1) PREPARE UPDATED STATUS REPORT ON TELECOMS EXPANSION
PROGRAM.
 - 2) CONTINUE TO MAINTAIN FREQUENT CONTACT WITH
APPROPRIATE OFFICIALS AT TELECOM AND AT THE MAJOR
MUNICIPAL SYSTEMS.
 - 3) BRIEF APPROPRIATE OFFICIALS ON THE SERVICES AVAILABLE
THROUGH THE EXPORT-IMPORT BANK.
 - 4) PREPARE TWO NEWSLETTER ARTICLES AND/OR PRESS RELEASES
HIGHLIGHTING US TELECOMMUNICATIONS EQUIPMENT TECHNOLOGY.
 - 5) ENCOURAGE A HIGH LEVEL EXIMBANK OFFICIALS TO VISIT
COLOMBIA.
- BY DEC 31
- 6) INITIATE PREPARATIONS FOR A TELECOMMUNICATIONS EQUIPMENT

TRADE MISSION.

7) PREPARE TWO NEWSLETTER ARTICLES AND OR PRESS RELEASES.

8) PREPARE BRIEF REPORT EXPANSION PLANS OF
THE MAJOR MUNICIPAL SYSTEMS.

BY MARCH 31

9) PREPARE THREE NEWSLETTER ARTICLES AND/OR PRESS RELEASES
ON THE TELECOMMUNICATIONS EQUIPMENT TRADE
MISSION.

10) MOUNT A TRADE MISSION ON TELECOMMUNICATIONS EQUIPMENT
AND SYSTEMS.

BY JUNE 30

11) PREPARE ONE NEWSLETTER ARTICLE AND OR PRESS RELEASE.

12) PREPARE REPORT ON INRAVISIONS FUTURE EXPANSION PLANS.

13) REPORT AT LEAST 10 FOREIGN GOVERNMENT TENDERS (SINCE
JULY 1).

MISSION RESOURCES REQUIRED

PERSONNEL	PERSON DAYS
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FSO	70
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FSL-P	95
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FSL-C	25
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FINANCIAL

TRAVEL	100
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REPRESENTATION	250
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PRINTING & MAILING	200
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OTHER	50
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F) CAMPAIGN WORKSHEET NO 6: HEAVY DUTY EARTHMOVING
AND MINING EQUIPMENT.

CAMPAIGN STATEMENT: EMBASSY RESEARCH

INDICATED THAT THE MARKET FOR HEAVY DUTY EARTHMOVING EQUIP-
MENT WILL DECREASE DURING 1975, BUT WILL REBOUND
STRONGLY DURING 1976 AND BEYOND. THIS BOYANCY CAN BE
ATTRIBUTED TO THE ANTICIPATED EXPANSION OF HIGHWAY AND
OTHER CONSTRUCTION PROJECTS IN THE PUBLIC SECTOR COMBINED
WITH MASSIVE INVESTMENT IN THE DEVELOPMENT OF COAL, NICKEL
AND POSSIBLY OTHER MINING PROJECTS.

PROJECT OBJECTIVES

1) TIMELY INFORMATION ON THE EQUIPMENT NEEDS FOR
THE MAJOR MINING PROJECTS.

2) INCREASED US SHARE OF THE MARKET FOR HEAVY
DUTY EARTHMOVING AND MINING EQUIPMENT .

3) COLOMBIAN ATTENDANCE AT AN APPROPRIATE TRADE
SHOW/EXHIBITION.

4) ACTIVE EXIMBANK CONSIDERATION OF MINING PROJECT
EQUIPMENT NEEDS.

5) 12 PRESS RELEASES AND/OR NEWSLETTER ARTICLES.

6) 5 FOREIGN GOVERNMENT TENDERS.

ACTIONS

BY SEPT 30

1) PREPARE UPDATED REPORT ON THE MAJOR MINING PROJECTS.

SEEK TO INCLUDE A LIST OF EQUIPMENT REQUIREMENTS.

2) CONTINUE CONTACT WITH APPROPRIATE GOVERNMENT AND
PRIVATE SECTOR REPRESENTATIVES.

3) INITIATE PLANNING AND MOUNT A TRADE MISSION OR TECHNICAL
SEMINAR FEATURING HEAVY DUTY EARTHMOVING AND MINING EQUIPMENT.

4) ENCOURAGE A HIGH LEVEL EXIMBANK OFFICIAL TO VISIT
COLOMBIA.

5) DEVOTE ONE ISSUE OF THE COMMERCIAL NEWSLETTER
TO HEAVY DUTY EARTHMOVING AND MINING EQUIPMENT.

BY DEC 31

6) ISSUE FOUR PRESS RELEASES.

BY MARCH 31

7) INITIATE DIRECT MAIL/PERSONAL VISIT CAMPAIGN TO ENCOURAGE
COLOMBIAN ATTENDANCE AT AN APPROPRIATE TRADE SHOW/EXHIBITION.

8) ISSUE FOUR PRESS RELEASES.

9) SUBMIT DETAILED REPORT ON THE GOVERNMENT'S HIGHWAY

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CONSTRUCTION PROGRAM, INCLUDING POTENTIAL EQUIPMENT NEEDS.

BY JUNE 30

10) CONCLUDE CAMPAIGN TO ENCOURAGE COLOMBIAN ATTENDANCE
AT AN APPROPRIATE TRADE SHOW/EXHIBITION.

11) ISSUE FOUR PRESS RELEASES.

12) REPORT FIVE FOREIGN GOVERNMENT TENDERS (SINCE JULY 1).

MISSION RESOURCES REQUIRED

PERSONNEL	PERSON DAYS
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FSO	70
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FSL-P	106
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FSL-C	30
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FINANCIAL

TRAVEL	300
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REPRESENTATION	300
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PRINTING & MAILING	200
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OTHER	50
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2) FY-77 CCP SUMMARY OF RESOURCE ALLOCATIONS

A) PRODUCT CAMPAIGNS

A.1 WATER PURIFICATION AND POLLUTION CONTROL
EQUIPMENT-MAN DAYS-FSO(55) FSL-P(70) FSL-C(50).

DIRECT COSTS-TRAVEL 150 REPRESENTATION 200

PRINTING & MAILING 400 OTHER 50 TOTAL COST --800.

A.2 GENERAL INDUSTRIAL EQUIPMENT MAN DAYS-

FSO95 FSL-P 148 FSL-C 100. DIRECT COSTS

TRAVEL 250 REP 400 PRINT & MAIL 400 OTHER100

TOTAL COST-1,150.

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A.3 REFINERY, GAS AND PETROCHEMICAL PROJECTS - MAN DAYS - FSO

(85); FSL-P(114); FSL-C(30). DIRECT COSTS - TRAVEL (300);

REP.(300); PRINT AND MAIL(300); OTHER(50). TOTAL COST - 950.

A.4 ENERGY SYSTEMS - MAY DAYS FSO(65); FSL-P(78); FSL-C(25).

DIRECT COSTS - TRAVEL(300); REP(300); PRINT AND MAIL (300);

OTHER(50). TOTAL COST 950.

A.5 TELECOMMUNICATIONS EQUIPMENT - MAN DAYS - FSO(70); FSL-P

(95); FSL-C(25). DIRECT COSTS - TRAVEL(100); REP(250); PRINT

AND MAIL(200); OTHER(50) TOTAL COST 600.

A.6 HEAVY DUTY EARTHMOVING AND MINING EQUIPMENT - MAN DAYS -

FSO(70); FSL-P(106); FSL-C(30). DIRECT COSTS - TRAVEL(300);

REP(300); PRINT AND MAIL(200); OTHER(50). TOTAL COST 850.

TOTALS - MAN DAYS - FSO(440); FSL-P(611). FSL-C(260). DIRECT

COSTS - TRAVEL(1,400); REP(1,750); PRINT AND MAIL (1,800);

OTHER(350). TOTAL COST 5,300

B) OTHER PRIORITY PROJECTS

B.1 10 MAJOR PROJECT REPORTS - MAN DAYS FSO(30); FSL-P(50);
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FSL-C(10). DIRECT COSTS TRAVEL(100); REP(100); PRINT AND
MAIL (NONE) OTHER(NONE). TOTAL COST 200.

B.2 ACQUISITIONS FOR COMMERCIAL LIBRARIES - MAN DAYS FSO(5);
FSL-P(15); FSL-C(4). DIRECT COSTS TRAVEL (NONE); REP(NONE);
PRINT AND MAIL(NONE); OTHER 1,800). TOTAL COST - 1,800.

B.3 BUSINESS LIAISON COMMITTEE MEETINGS - MAN DAYS FSO(40);
FSL-P(10); FSL-C(15). DIRECT COSTS TRAVEL(1,200); REP(600);
PRINT AND MAIL(100); OTHER(NONE). TOTAL COST 1,900.

B.4 DRAFT AND EVALUATE CCP - MAN DAYS FSO(18); FSL-P(NONE)
FSL-C(4). DIRECT COSTS NONE
TOTALS - MAN DAYS FSO(93); FSL-P(75); FSL-C(33). DIRECT COSTS
TRAVEL(1,300); REP(700); PRINT AND MAIL(100); OTHER(1,800). TOTAL
COST 3,900.

C) OTHER PROJECTS

C.1 EVENT SUPPORT FOR OTHER POSTS AND NON-CAMPAIGN SHOWS - MAN
DAYS FSO(10); FSL-P(20); FSL-C(20). DIRECT COSTS TRAVEL(NONE);
REP(100); PRINT AND MAIL(100); OTHER(NONE). TOTAL COST 200.

C.2 NON-CAMPAIGN MARKET SURVEYS - MAN DAYS - FSO(30); FSL-P(90);
FSL-C(15). DIRECT COSTS - TRAVEL(150); REP(100); PRINT AND
MAIL(75); OTHER(NONE). TOTAL COST 325.

C.3 ONE PTR - MAN DAYS FSO(3); FSL-P(10); FSL-C(1). DIRECT
COSTS TRAVEL(NONE); REP(25); PRINT AND MAIL(NONE); OTHER(NONE).
TOTAL COST 25.

C.4 FOUR PTR EVALUATIONS - MAN DAYS FSO(8); FSL-P(24); FSL-C
(4). DIRECTH VOSTS TRAVEL(50); REP(75); PRINT AND MAIL(NONE);
OTHER(NONE). TOTAL COST 125.

C.5 ONE BEST PROSPECTS REPORT - MAN DAYS FSO(10); FSL-P(30);
FSL-C(4). DIRECT COSTS TRAVEL(50); REP(75); PRINT AND MAIL(NONE);
OTHER(NONE). TOTAL COST 125.

C.6 43 SCHEDULED CERP REPORTS - MAN DAYS FSO(225); FSL-P(250);
FSL-C(150). DIRECT COSTS TRAVEL(200); REP(300); PRINT AND MAIL
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(NONE); OTHER(NONE). TOTAL COST 500.

C.7 CERP PUBLICATIONS AND PUBLICATIONS PROCUREMENT PROGRAMS -
MAN DAYS - FSO(15); FSL-P(30); FSL-C(10). DIRECT COSTS TRAVEL
(NONE); REP(NONE); PRINT AND MAIL(NONE); OTHER(1,200). TOTAL
COST 1,200.

C.8 CERP ALERT REP. - MAN DAYS FSO(150); FSL-P(200); FSL-C(100).
DIRECT COSTS TRAVEL(200); REP(300); PRINT AND MAIL(NONE); OTHER
(NONE). TOTAL COST - 500.

C.9 COMMERCIAL NEWSLETTER - MAN DAYS FSO(10); FSL-P(45);
FSL-C(30). DIRECT COSTS TRAVEL(NONE); REP.(NONE); PRINT AND
MAIL(1,200); OTHER(NONE). TOTAL COST 1,200.

C.10 150 ADS - MAN DAYS - FSO(5); FSL-P(50); FSL-C(20). DIRECT
COSTS TRAVEL(50); REP(NONE); PRINT AND MAIL(NONE); OTHER(NONE).
TOTAL COST 50.

C.11 80 PTO'S (IN ADDITION TO CAMPAIGNS) - MAN DAYS - FSO(5);
FSL-P(40); FSL-C(10).DIRECT COSTS TRAVEL(50); REP(100); PRINT
AND MAIL(100); OTHER(NONE). TOTAL COST 250.

C.12 50 FGT'S (IN ADDITION TO CAMPAIGNS) - MAN DAYS FSO(4);
FSL-P(25); FSL-C(8). DIRECT COSTS TRAVEL(50); REP(100); PRINT
AND MAIL(NONE); OTHER(150). TOTAL COST 300.

C.13 350 WTDR'S - MAN DAYS FSO(8); FSL-P(125); FSL-C(40).
DIRECT COSTS TRAVEL(100); REP(200); PRINT AND MAIL(100);
OTHER(NONE). TOTAL COST 400

C.14 INVESTMENT PROTECTION AND SERVICES - MAN DAYS FSO(10).
FSL-P(10); FSL-C(2). DIRECT COSTS TRAVEL (NONE); REP(100);
PRINT AND MAIL(NONE); OTHER(NONE). TOTAL COST 100.

C.15 BUSINESS SERVICES (LETTERS, VISITORS) - MAN DAYS FSO(200);
FSL-P(400); FSL-C(150). DIRECT COSTS NONE.

C.16 COMMERCIAL SERVICES SEMINARS - MAN DAYS FSO(30); FSL-P(40);
FSL-C(40). DIRECT COSTS TRAVEL(300); REP(200); PRINT AND MAIL
(200); OTHER(NONE). TOTAL COST 700.
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C.17 TRADE NEGOTIATIONS AND REPORTING - MAN DAYS FSO(50);
FSL-P(NONE); FSL-C(20). DIRECT COSTS TRAVEL(NONE); REP(300);
PRINT AND MAIL(NONE); OTHER(,9,3). TOTAL COST 300.

C.18 PROGRAM MANAGEMENT - MAN DAYS FSO(200); FSL-P(20); FSL-C

(10). DIRECT COSTS TRAVEL(200); REP(NONE); PRINT AND MAIL(NONE);
OTHER(NONE). TOTAL COST 200.

TOTALS - MAN DAYS FSO(973); FSL-P(1,409); FSL-C(634). DIRECT
COSTS TRAVEL(1,400); REP(1,975); PRINT AND MAIL(1,775);
OTHER(1,350). TOTAL COST 6,500.

TOTALS FOR A, B AND C - MAN DAYS - FSO(1,506); FSL-P(2,095);
FSL-C(927). DIRECT COSTS TRAVEL(4,100); REP(4,425); PRINT AND
MAIL(3,675); OTHER(3,500) GRAND TOTAL 15,700.
VAKY

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
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Draft Date: 14 FEB 1975
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Decaption Note:
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Disposition Event:
Disposition History: n/a
Disposition Reason:
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